



CONFIDENTIAL BUSINESS CASE — VERSION 2

BUSINESS CASE — REGDESK RIM PLATFORM

Savings Report for Investment

Prepared for: Imricor — Regulatory Operations

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RA Team: 9 FTEs · \$150K fully loaded · \$75/hr · 2,000 hrs/yr · July 2026

Executive Summary

Imricor operates across multiple markets with a **9-FTE regulatory affairs team** managing global submissions, compliance assessments, standards monitoring, and regulatory intelligence. The team's workload spans **15 global submissions/yr** (80 hrs coordination each), **100 change control assessments × 23 countries**, **45 AI-assisted submissions × 112 hrs**, and **3-person monitoring programmes**. This manual workload consumes significant RA capacity that could be directed to strategic, revenue-generating activities.

This savings report quantifies **\$746,055/yr in recoverable efficiency savings** — equivalent to **4.97 FTEs freed** and **11,937 hrs/yr recovered** — from deploying the full RegDesk RIM Platform, calculated using Imricor's own operational data at a blended RA cost rate of \$75/hr. Additionally, AI Application Builder automation unlocks an estimated **\$1,095,000 in time-to-market revenue acceleration**.

\$746K/yr

Recoverable
Efficiency Savings

4.97 FTEs

Equivalent FTEs Freed
11,937 hrs/yr recovered

\$1.095M

Time-to-Market Revenue
Acceleration (separate)





CURRENT STATE: THE HIDDEN COST OF MANUAL RA · Imricor · July 2026

Based on Imricor's questionnaire inputs, the following table maps the team's operational data to quantifiable time and cost burdens across all RegDesk modules. These figures represent **recoverable overhead** — hours spent on manual tracking, coordination, monitoring, and repeated information gathering that RegDesk automates. At a blended RA cost rate of \$75/hr, preventable overhead represents **\$746,055/yr** in recoverable expenditure.

RegDesk Module	Imricor Data Point	Annual Hours	Annual Savings	Tier
BASE RIM — RegIntel, Tracking & Reporting, Collaboration Tool				
Regulatory Intelligence	3 people × 4.5 hrs/wk × 52 wks × 100% savings	702 hrs	\$52,650	Base RIM
Global Reg Plans (New Launch)	5 plans × 3 hrs × 50% savings	7.5 hrs	\$563	Base RIM
Global Reg Plans (New Country)	15 × 8 hrs × 50% savings	60 hrs	\$3,750	Base RIM
Tracking & Reporting	4 queries/month × 1 hr × 12 × 95% savings	45.6 hrs	\$3,420	Base RIM
Collaboration Tool (DCT)	15 submissions × 80 hrs × 85% savings	1,020 hrs	\$76,500	Base RIM
Base RIM Subtotal		~1,835 hrs	\$136,883/yr	
FULL RIM ADD-ONS — Standards, CCP, Application Builder, Forms				
Standards Monitoring	3 people × 1 hr/wk × 52 wks × 100% savings	156 hrs	\$11,700	Full RIM
Standards Assessment	10 standards × 40 hrs × 50% savings	200 hrs	\$15,000	Full RIM
Change Control (CCP)	100 assessments × 23 countries × 2 hrs × 75% savings	3,450 hrs	\$258,750	Full RIM
AI Application Builder	45 submissions × 112 hrs × 85% savings	4,284 hrs	\$321,300	Full RIM
AI Forms Builder (GSPR/EPC)	7 × 5 hrs × 85% savings	29.75 hrs	\$2,231	Full RIM
AI Forms Builder (DOC)	3 × 1 hr × 85% savings	2.55 hrs	\$191	Full RIM
Full RIM Add-Ons Subtotal		~8,122 hrs	\$609,172/yr	
TOTAL EFFICIENCY SAVINGS		11,937 hrs/yr	\$746,055/yr	4.97 FTEs

*Blended RA cost rate: \$75/hr (Imricor: \$150K FTE ÷ 2,000 productive hrs/yr). Savings % per RegDesk efficiency methodology applied to Imricor's own operational data. Time-to-Market revenue acceleration (\$1,095,000/yr) shown separately on next page.





SAVINGS BY MODULE — Base RIM vs Full RIM · Imricor · July 2026

RegDesk delivers value in two tiers. **Base RIM** covers regulatory intelligence, tracking, and collaboration — the core platform available from day one. **Full RIM** adds standards management, change control, AI application builder, and forms — unlocking the largest efficiency gains. The data below is derived directly from Imricor's operational inputs at \$75/hr.

● Base RIM

\$136,883/yr

RegIntel · DCT (Collaboration) · Tracking & Reporting

Reg Intelligence (Monitoring)	\$52,650
Global Reg Plans – New Launch	\$563
Global Reg Plans – New Country	\$3,750
Tracking & Reporting	\$3,420
Collaboration Tool (DCT)	\$76,500

● Full RIM Add-Ons

\$609,172/yr

Standards · CCP · AI App Builder · AI Forms

Standards Monitoring	\$11,700
Standards Assessment	\$15,000
Change Control (CCP)	\$258,750
AI Application Builder	\$321,300
AI Forms Builder (GSPR/EPC + DOC)	\$2,422

🚀 TIME-TO-MARKET REVENUE ACCELERATION (ADDITIONAL)

\$1,095,000/yr

AI Application Builder reduces submission cycle time by an estimated **3 months**. At Imricor's revenue profile of **\$365,000/month**, accelerating a single market entry by one quarter generates \$1.095M in previously delayed revenue — independent of, and additive to, the \$746K efficiency savings above.

3 mo

Time Saved per Submission

\$365K

Revenue/month Accelerated

Value Stream	Annual	3-Year Total
Base RIM Efficiency Savings	\$136,883	\$410,649
Full RIM Add-On Efficiency Savings	\$609,172	\$1,827,516
Total Efficiency Savings (Full RIM)	\$746,055	\$2,238,165
Time-to-Market Revenue Acceleration	\$1,095,000	\$3,285,000
COMBINED TOTAL VALUE	\$1,841,055	\$5,523,165

FTE equivalent freed: 11,937 hrs ÷ 2,400 productive hrs/FTE = 4.97 FTEs. Time-to-Market revenue is additive and shown separately — it represents accelerated revenue, not cost reduction.





THE BUSINESS CASE FOR REGDESK — 3-Year Financial Model · Imricor

Item	Year 1	Year 2	Year 3	3-Yr Total
COSTS				
RegDesk Platform License	Contact RegDesk	—	—	—
Implementation & Onboarding (est.)	\$20,000	—	—	\$20,000
BASE RIM SAVINGS (RegIntel · DCT · Tracking)				
Regulatory Intelligence (Monitoring + Reg Plans)	\$56,963	\$56,963	\$56,963	\$170,889
Tracking & Reporting	\$3,420	\$3,420	\$3,420	\$10,260
Collaboration Tool (DCT) — Submission Coordination	\$76,500	\$76,500	\$76,500	\$229,500
Base RIM Subtotal	\$136,883	\$136,883	\$136,883	\$410,649
FULL RIM ADD-ON SAVINGS (Standards · CCP · App Builder · Forms)				
Standards Management (Monitoring + Assessment)	\$26,700	\$26,700	\$26,700	\$80,100
Change Control (CCP) — 100 × 23 countries × 2 hrs	\$258,750	\$258,750	\$258,750	\$776,250
AI Application Builder — 45 submissions × 112 hrs	\$321,300	\$321,300	\$321,300	\$963,900
AI Forms Builder (GSPR/EPC + DOC)	\$2,422	\$2,422	\$2,422	\$7,266
Full RIM Add-Ons Subtotal	\$609,172	\$609,172	\$609,172	\$1,827,516
Total Efficiency Savings	\$746,055	\$746,055	\$746,055	\$2,238,165
TIME-TO-MARKET REVENUE ACCELERATION (Additive)				
AI App Builder — 3-month faster market entry	\$1,095,000	\$1,095,000	\$1,095,000	\$3,285,000
Combined Total Value (Efficiency + TTM)	\$1,841,055	\$1,841,055	\$1,841,055	\$5,523,165

All savings at \$75/hr blended RA rate. FTE impact: 11,937 hrs freed = 4.97 FTE equivalents. Time-to-market revenue (\$1,095,000/yr) represents accelerated revenue from faster approval cycle — additive to efficiency savings. Platform license pricing available on request.

FORRESTER TEI BENCHMARK*

Industry composite for RegTech/RIM platforms. Imricor's savings case is driven by CCP efficiency, AI App Builder, and submission coordination — directly applicable efficiency levers.

196%
3-Yr
ROI

<6 Mo
Payback
Period

\$2.6M
Net Present
Value

\$4.0M
Total 3-Yr
Benefits

*Industry composite benchmark (Forrester TEI methodology). Imricor-specific figures reflected in quantified savings table above.





SCENARIO ANALYSIS & STRATEGIC VALUE — Imricor · July 2026

The following scenarios apply different efficiency realization rates to Imricor's full **\$746,055/yr** savings potential across all RegDesk modules. Each scenario reflects a different level of platform adoption and workflow integration — even conservative adoption delivers meaningful capacity recovery for the 9-FTE team.

Conservative

10%

~\$74,606/yr

Key drivers:

Regulatory intelligence monitoring partially automated. Standards change alerts replace manual scanning. Collaboration tool reduces submission overhead on select submissions.

Primary value: ~1,194 hrs/yr freed — capacity unlock for strategic work. Minimal change management required. Strong foundation for expanding CCP and App Builder adoption in Year 2.

3-yr total: \$223,817 (efficiency)

Moderate

20%

~\$149,211/yr

Key drivers:

Full Base RIM adoption. Partial CCP automation across key markets. App Builder used for majority of submissions. Standards monitoring centralized.

Primary value: Direct dollar savings outpace platform cost. Team operates at full RegDesk capability for all Base RIM + Standards modules. Recommended baseline for business case sign-off.

3-yr total: \$447,633 (efficiency)

Optimistic (Full Realization)

100%

\$746,055/yr

Key drivers:

All 100 CCP assessments × 23 countries automated. All 45 submissions on App Builder. Full RegIntel monitoring (3 people, 4.5 hrs/wk). All 15 submissions on DCT. Standards fully centralized.

Primary value: 4.97 FTEs freed — team scales market access without adding headcount. Plus \$1.095M time-to-market acceleration.

3-yr total: \$2,238,165 + \$3,285,000 TTM

PRIMARY CFO ARGUMENT

"RegDesk at [pricing] eliminates the need to add RA headcount as Imricor's compliance and submission workload scales — effectively paying for itself through avoided FTE costs (\$150,000/yr fully loaded). With 100 change control assessments across 23 countries, 45 AI-assisted submissions at 112 hrs each, and 3-person monitoring programmes, the team is at capacity. RegDesk creates 4.97 FTE equivalents of headroom — and accelerates time-to-market by 3 months, unlocking \$1.095M in previously delayed revenue."

Summary: Why RegDesk for Imricor

\$746,055/yr in quantified efficiency savings across all 7 platform modules · **4.97 FTEs freed** (11,937 hrs/yr recovered) · **\$1,095,000 time-to-market acceleration** from 3-month faster approval cycle · **\$2,238,165** in 3-year efficiency savings · **\$5,523,165** in combined 3-year value (efficiency + TTM) · **Avoided headcount:** RegDesk prevents the need to add RA staff as Imricor's global submission and compliance workload grows. Contact RegDesk for platform pricing and implementation timeline.

